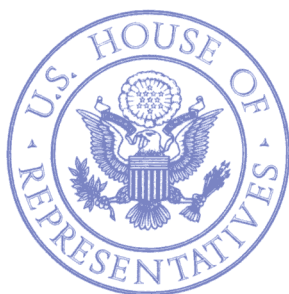


Representative Ike Skelton's Procurement Conference



Featured Luncheon Speaker

Admiral Michael Mullen
Chief of Naval Operations

Wednesday, May 31, 2006

7:30 am - 4:00 pm

Central Missouri State University

Warrensburg, MO

University Union Building

Room 234B

Parking available in Lot M

In Cooperation with:



Missouri
Procurement
Technical Assistance
Centers



Missouri
Small Business
Development
Centers

This publication has been developed by the Missouri SBDC in partnership with the U.S. Small Business Administration.

Dear Friends:

It gives me great pleasure to announce the annual small business Federal Procurement Conference at Central Missouri State University (CMSU). The year 2006 marks the 18th edition of this event -- a tradition aimed at enhancing economic development by improving access to information for Missouri's small business firms.

We are pleased to have a distinguished group assembled at CMSU to facilitate small business development in the Show-Me State. The list of representatives from both industry and government is impressive. We are especially grateful to have with us two special representatives from the U.S. government. Admiral Michael Mullen, Chief of Naval Operations, will provide us with an outstanding keynote lunch speech, and RDML Martin Brown, U.S. Navy Supply Corps, will be with us to explain government purchasing practices and provide specific advice for potential contractors.

All told, the 2006 conference is sure to be the best ever. Please join us at CMSU and join me in giving a warm Missouri welcome to Admiral Mullen and RDML Brown.

Ike Skelton, M.C.

CONGRESSMAN IKE SKELTON

Congressman Skelton is the Ranking Democratic Member of the House Armed Services Committee and serves as a member of the Tactical Air and Land Forces Subcommittee, which is responsible for most Army and Air Force acquisition programs, all Navy and Marine Corps aviation programs, National Guard and Army and Air Force reserve modernization efforts, and ammunition programs. As a former member of the Small Business Committee, Mr. Skelton was chairman of the Subcommittee on Procurement, Tourism, and Rural Development.



Mr. Skelton, a native of Lexington, is a graduate of Wentworth Military Academy and the University of Missouri-Columbia, where he received A.B. and LL.B. degrees.

ADMIRAL MICHAEL MULLEN CHIEF OF NAVAL OPERATIONS

Admiral Mullen is the 28th Chief of Naval Operations and a 1968 graduate of the U.S. Naval Academy.

He has served aboard the USS Collett, USS Blandy, USS Noxubee, USS Goldsborough, and USS Yorktown and has commanded Cruiser-Destroyer Battle Group Two, the USS George Washington Battle Group, and U.S. Second Fleet/NATO Striking Fleet Atlantic. He has also served at the U.S. Naval Academy, at the Bureau of Naval Personnel, in the Office of the Secretary of Defense, and on the staff of the Chief of Naval Operations. Before assuming his current post, the Admiral was Commander, Joint Force Command Naples/Commander, U.S. Naval Forces Europe.

Admiral Mullen has a Master of Science degree from the Naval Postgraduate School and is a graduate of the Advanced Management Program at Harvard Business School.



RDML MARTIN BROWN UNITED STATES NAVY

RDML Brown is the Deputy Assistant Secretary of the Navy (Research, Development and Acquisition). In this position, he advises the Navy's Senior Acquisition Executive on business matters concerning the Navy and Marine Corps programs and provides policy and oversight for the Navy's procurement system, which comprises over 600 activities conducting approximately two million transactions annually worth more than \$40 billion. Admiral Brown also serves as the Competition Advocate General of the Navy, ensuring that the Navy and Marine Corps maximize competition.

Rear Admiral Brown received his commission through the ROTC program from Notre Dame in 1977. He received his MBA in Finance and Public Management from UCLA in 1986.



Funded in part through a cooperative agreement with the U.S. Small Business Administration. All opinions, conclusions or recommendations expressed are those of the author(s) and do not necessarily reflect the views of the SBA. Programs are extended to the public on a non-discriminatory basis. Reasonable accommodations for persons with disabilities will be made if requested at least two week in advance. Contact Shirley Krzesinski at 660 543 4402.

Agenda

- 7:30 Registration — Room 234B
Coffee and Donuts with Ike Skelton
- 7:30 Contractor and Government Exhibits Open
- 8:25 Exhibits Close
- 8:30 Posting of Colors/National Anthem Room 240
Whiteman AFB Color Guard
National Anthem *John Kennedy, CMSU*
- 8:40 Welcome & Introduction of Rep. Ike Skelton
by Dr. Aaron Prodolefsky, President, CMSU
- 8:45 Comments
Rep. Ike Skelton, 4th District
- 9:00 Successful Government Contractor
Mr. Todd Smith, CEO
X-Com
- 9:10 Administrative Announcements
- 9:30 Government Procurement, Rm 237A and B
RDML Martin Brown
Supply Corps, U.S. Navy
- 10:45 Exhibits Open
- 11:55 Exhibits Close
- 12:00 Luncheon: Barbeque brisket with cole slaw,
corn, and cake

Luncheon Speaker:
ADM Michael Mullen

1:00 - 3:00 Exhibits Open

TRACK I: Selling to the Government
1:00 - 2:30 Selling to the Government, Writing
Winning Proposals
2:45-4:00 CONTINUE

TRACK II: Service Disabled Veteran-Owned, Small Business Program

1:00 - 2:30 The government has established goals for service disabled veterans to receive contracts

2:45 - 4:00 REPEAT

TRACK III: Contract Pricing and Estimating

1:00 - 2:30 Valuable steps necessary in pricing your products and services

2:45 - 4:00 REPEAT

TRACK IV: Funding Your Business—Small Business Innovation Research (SBIR)/Angel Networks

1:00 - 2:30 Seed funding to strengthen the technological competitiveness of the state's business.

2:45 - 4:00 CONTINUE

TRACK V: SBA Contracting Programs, Central Contractor Registration (CCR) Dynamic Small Business Search (formerly PRO-Net), SDB certification and HUB-Zone Programs

2:45 - 4:00 Base and Post Contracting Issues Paperless Contracting, Micro Purchases (credit card), and Contractors Past Performance)

TRACK VI: See Your Borrowing Potential

1:00 - 2:30 Make the most of SBA programs and services. It's not rocket science! Learn how the SBA financial assistance programs can help you start or grow your business--application procedures, credit criteria, and access to capital

2:45 - 4:00 CONTINUE

TRACK VII: Financing Your Business

1:00 - 2:30 How to finance your business from start-up through ongoing operation

2:45 - 4:00 CONTINUE

TRACK VIII: BUSINESS PLAN

1:00 - 2:30 Learn how to create a document to secure financing and guide your business operation

2:45 - 4:00 CONTINUE

The following exhibitors exhibited at last year's conference. For this 2006 conference, 210 government buying offices and 699 contractors have been invited.

Government

AAFES; Center for Entrepreneurship & Outreach; CMSU Purchasing; Defense Logistics Agency, Ft. Belvoir; Environmental Protection Agency; Fort Leonard Wood; General Services Administration; Johnson County Sheltered Workshop; Marine Corps Regional Contracting Office; Metropolitan Community College; Missouri Army National Guard; Missouri Department of Transportation; Missouri Procurement Technical Assistance Centers; Missouri Small Business Development Centers; MoFast; NASA; Scott AFB; Small Business Administration; Social Security Administration; UM Minority Business Development; UM-Rolla; US Army-TACOM; US Army Corps of Engineers; US Department of Agriculture; US Department of Housing & Urban Development; US Department of Interior; US Department of State; US Dept of Veterans Affairs; Whiteman Air Force Base

Contractors

Alliant Lake City Small Caliber Ammunition Co; Allied Materials & Equipment Co; Anteater's Pest Control; B2 Technology Consultant; Black & Veatch; Burns & McDonnell; Cartwright International; Covenant Contract Management Services; Dixon Precision Machining; EG&G Inc.; EnerSys, Inc.; Eskilson Engineering Inc.; Farrell Industries, Inc.; GEHA; Hemco Corp; Honeywell-US DOE; HRI; IBS Industries; J.S.I.; Kontek Industries; McHenry's Truck Equipment; Media Wizard; Micro-Tek; Midwest Research Institute; Northrup Grumman Corp; Orbital Data Net, Inc; Production Products; Smart Business Products; Stealth Garments; The Boeing Co; The Rehabilitation Institute; Transmedia Technology; X-Com, Inc.; XPEDITE VCS

Name: _____

Title: _____

Business Name: _____

Address: _____

City/State/Zip: _____

Telephone: () _____

E-mail: _____

Do you have any special dietary or accessibility needs?

Please return this panel with payment of \$49 no later than May 25, 2006.

Please indicate breakout sessions you plan to attend:

Track I ____	Track II ____	Track III ____
Track IV ____	Track V ____	Track VI ____
Track VII ____	Track VIII ____	

You may register for Rep. Ike Skelton's Procurement conference by:

Mailing this form (or)

Going on-line at www.missouribusiness.net/ptac or
www.cmsu.edu/sbdc

Make check payable to Small Business Dev. Center.

Mail to: Small Business Development Center

Central Missouri State University, Dockery Suite 102

Warrensburg, MO 64093-5275

Phone: (660) 543-4402

Fax: (660) 543-8159

Email: sbdc@cmsu1.cmsu.edu